FY2018 NIGP Governing Board

BOARD OFFICERS

CHAIR
Jack Adger, CPPO, CPPB

CHAIR ELECT
Michael Bevis, CPPO, JD, CPSM, C.P.M., PMP

TREASURER
Taylor Adams, CPPO

SECRETARY
Rick Grimm, CPPO, CPPB

DIRECTORS

Jeff Cobb, C.P.M., PMP
Thought Leader

Kate Rotella, CPPO, MPA

Cheral Manke, CPPO, CPPB

Molly McLoughlin, CPPO, CPPB

Stephanie Osborn
Thought Leader

William Shields, Jr.
Thought Leader

Miriam Singer, CPPO

Carrie Mathes, MPA, CPPO, CPPB, CFM, C.P.M., A.P.P.

FINANCE COUNCIL
Taylor Adams, CPPO - Chair/Governing Board Treasurer
Kate Rotella, CPPO - Vice Chair
Robert Behr - Thought Leader
Ben Calia, CPPB
Lisa Marie Cummins, CPPB, MBA - Young Professional Designee
James Foley, CPPO, CPPB
David Keen - Thought Leader
Lisa Mehalko, CPPO, CPSM, CGAP
Glenn O'Steen, CPPO, MBA
Nicole Kmeta Rogers, CPPB
Steve Siesser - Thought Leader

MEMBER COUNCIL
Cheral Manke, CPPO, CPPB - Chair
Kevin Yin, CPPO - Vice Chair
Tara Acton, CPPO - Young Professional Designee
Lisa Evans, C.P.P.
Amy Flack, CPPO, CPPB
Beth Fleming, CPPO, CPSM, C.P.M.
Joan Graham, CPPO, CPPB
Amanda Greer, CPPO, CPPB - Young Professional Designee
Ginny Justiniw, CPPB - Chair, Chapter Ambassadors
William Lindsey, CPPO, C.P.M.
Zulay Millan, CPPO, CPPB, FCCM - Young Professional Designee
Denise Schneider, CPPO, CPPB, C.P.M.

TALENT COUNCIL
Carrie Mathes, MPA, CPPO, CPPB, CFM, C.P.M., A.P.P. - Chair
Danielle Hinz, CPPO, C.P.M. - Chair
Keith Ashby, CPPO
Peggy Hoffman - Thought Leader
Arthur Moore, Jr., CPPO, CPPB
Russell Pankey, CPPO, CPPB
Charles Henry Smith, Jr., CPA, CPPB, MBA
Gregory Spearman, CPPO, FCCM
Theresa Webb, CPPO, CPPB, CPSM, C.P.M.
Aaron Wolowiec, MSA, CAE, CMP, C.T.A. - Thought Leader
Rick Grimm, CPPO, CPPB - NIGP CEO
# NIGP STATEMENT OF FINANCIAL POSITION
June 30, 2018 and 2017

<table>
<thead>
<tr>
<th>Assets</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$3,848,374</td>
<td>$3,109,968</td>
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<tr>
<td>Investments</td>
<td>$2,306,187</td>
<td>$2,185,851</td>
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<tr>
<td>Accounts receivable, net</td>
<td>$371,476</td>
<td>$400,809</td>
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<tr>
<td>Prepaid expenses and other assets</td>
<td>$222,548</td>
<td>$175,840</td>
</tr>
<tr>
<td>Inventory</td>
<td>$42,134</td>
<td>$43,952</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>$449,888</td>
<td>$553,623</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$7,293,107</strong></td>
<td><strong>$6,474,043</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and</td>
<td></td>
<td></td>
</tr>
<tr>
<td>accrued expenses</td>
<td>$599,113</td>
<td>$529,031</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>$2,696,520</td>
<td>$2,480,503</td>
</tr>
<tr>
<td>Deferred rent</td>
<td>$267,137</td>
<td>$262,597</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$3,562,770</strong></td>
<td><strong>$3,272,131</strong></td>
</tr>
</tbody>
</table>

Net assets:
- Unrestricted             | $3,720,505  | $3,193,306    |
- Temporarily restricted    | $9,832      | $8,606        |

| Total net assets           | **$3,730,337**| **$3,201,912**|

| Total Liabilities and Net Assets | $7,293,107 | $6,474,043 |

*NIGP’s Form 990 is available upon request. Email executive @nigp.org.
ACHIEVEMENTS for NIGP FY2018

PROFESSIONAL DEVELOPMENT

13,907 Students
- 3,981 Classroom
- 1,442 Online
- 8,484 Webinar Students

New Educational Offerings
Online Courses
- 10 instructor-led virtual classroom sessions
- Launched 15 new on-demand products
- 76 on-demand, self-paced modules offered
- Relaunched LMS as Aspire which resulted in a 33% increase of users in the system
- Developed partnership with ASPA

EVENTS

253 Educational Events

Forum 2017, Salt Lake City, Utah
- 1124 Registrants
- 231 Exhibitors
- 32,000 net sq. ft. exhibit space

2018 Leadership Development Symposium
- 73 chapter member attendees representing 52 chapters
- 17 chapter ambassadors
- 8 talent council members

Chapters Hosting five or more Face-2-Face Courses
- Maryland Public Purchasing Association
- Kentucky Public Procurement Association
- Virginia Association of Governmental Purchasing, Inc.
- South Carolina Association of Governmental Purchasing Officials
- New York City Department of Citywide Administrative Services
- Greater Miami
- Central Ohio Organization of Public Purchasers
- Atlantic Public Purchasing Association
- Rocky Mountain Governmental Purchasing Association
- Ontario Public Buyers Association, Inc.
- Southeast Florida
- Washington State
- Public Purchasers Association of Northern Ohio, Inc.
- Oregon Public Purchasing Association, Inc.
- Mississippi Association of Governmental Purchasing and Property Agents Idaho Public Purchasing Association, Inc.
- Florida Association of Public Procurement Officials, Inc.
- Dallas Ft. Worth Metroplex
- Columbia Chapter
- Arizona State Capitol
- Wisconsin Association for Public Procurement
- The Port Authority of NY & NJ
- Tampa Bay Area
- Sarasota Bay
- Minnesota Chapter
- Mid America Council of Public Purchasing
- Iowa Public Procurement Association, Inc.

PROCUREMENT RESOURCES

NIGP Research Reports
- 2017 Public Procurement Benchmark Survey Report
- The Challenges, Benefits and Best Practices of Effectively Adopting ERP Systems: A Procurement Perspective

Global Practices
- Information Technology (IT) Series
  No. 2 - Software
- Audits
- Invitation for Bids (IFB) aka Invitation to Tender (ITT)
- Update The Evaluation Process
- Qualifications-Based Selection for Architectural & Engineering Services
MEMBERSHIP

15,588 Individual Members
2,623 Member Agencies

Top 10 Agency Members
- State of Illinois Procurement – 369 Individuals
- Iowa Department of AdministraCon Services – 190 Individuals
- New York City Human Resources AdministraCon – 173 Individuals
- Texas Department of TransportaCon – 151 Individuals
- Miami Dade County Internal Services Department – 140 Individuals
- New York State Office of General Services – 113 Individuals
- District of Columbia Office of contracCon and Procurement – 101 Individuals
- City of Austin FSD Purchasing – 72 Individuals
- City of Columbus – 72 Individuals
- New York City Department of Health – 67 Individuals

Top five states in terms of individuals holding Membership
- Florida – 1,815 members
- Texas – 1,350 members
- Virginia – 1,105 members
- New York – 927 members
- California – 761 members

Five Largest Chapters
- VAGP (Virginia) – 1,232
- OPBA (Ontario) – 826
- SCAGPO (South Carolina) – 653
- MAGPPA (Mississippi) – 646
- SAMPO (New York) – 626

MILESTONES

Member Agency Anniversaries
Celebrating 70 Years
- City of Coral Gables, Florida
- City of Hartford, Connecticut
- City of Norfolk, Virginia

Celebrating 65 Years
- City of Norwich, Connecticut
- Maricopa County, Arizona
- Village of Winnetka, Illinois

Celebrating 60 Years
- Virginia Department of General Services
- Virginia Department of Transportation – Central Office

Celebrating 55 Years
- City of Independence, Missouri
- City of Tulsa, Oklahoma
- Metropolitan Government of Nashville – Davidson County, Tennessee

Celebrating 50 Years
- City of Tampa, Florida
- Corporation of the City of Kitchener, Ontario
- St. Louis Community College, Missouri

Celebrating 45 Years
- City of Atlantic City, New Jersey
- City of Columbus, Ohio
- Collier County Board of Commissioners, Florida
- Dekalb County, Georgia
- Somerset County, New Jersey
- State of Missouri Division of Purchasing
Celebrating 40 Years
- Arapahoe County, Colorado
- Chesterfield County, Virginia
- City of Alexandria, Virginia
- City of Bellevue, Washington
- City of Dallas, Texas
- City of Danbury, Connecticut
- City of Kalamazoo, Michigan
- City of Melbourne, Florida
- City of Milwaukee, Wisconsin
- City of Mobile, Alabama
- City of New Smyrna Beach, Florida
- City of Park Ridge, Illinois
- City of Petersburg, Virginia
- City of Saint John, New Brunswick
- City of Suffolk, Virginia
- City of Tacoma, Washington
- Cleveland Metroparks, Ohio
- Colorado State Purchasing Office
- Harford Community College, Maryland
- Harford County Government, Maryland
- James Madison University, Virginia
- Little Rock Water Reclamation Authority, Arkansas
- Louisiana State University A&M College
- Louisville Metro Housing Authority, Kentucky
- Mississippi Valley State University
- Montgomery County Public Schools, Maryland
- Province of New Brunswick
- State of South Carolina, Division of Procurement Services
- Warren County, New Jersey
- Wyoming Department of Transportation
- Jefferson Parish, Louisiana
- Leon County School Board, Florida
- Milwaukee Public Schools, Wisconsin
- Mississippi Department of Human Services
- Pinellas County Sheriff’s Office, Florida
- Township of Wayne, New Jersey
- West Valley City Corporation, Utah

Celebrating 30 Years
- Alachua County School Board, Florida
- Albuquerque Public Schools, New Mexico
- Blount County, Tennessee
- Cape May County Municipal Utility Authority, New Jersey
- Carroll County Public Schools, Maryland
- Charleston County School District, South Carolina
- City of Brampton, Ontario
- City of Dublin, Ohio
- City of Emporia, Kansas
- City of Hagerstown, Maryland
- City of Miramar, Florida
- City of Ocean City, New Jersey
- City of Pensacola, Florida
- City of Rockwall, Texas
- City of Toronto, Ontario
- City of Vero Beach, Florida
- City of Winchester, Virginia
- County of San Diego, California
- Fairfax County Park Authority, Virginia
- Halifax Regional Municipality, Nova Scotia
- Las Vegas Convention & Visitors Authority, Nevada
- Loxahatchee River Environmental Control District, Florida
- Macon Water Authority, Georgia
- Ocean County Utilities Authority, New Jersey
- Port of Vancouver, Washington
- School District of Osceola County, Florida
- School District of Palm Beach County, Florida
- St. Mary Parish Government, Louisiana
- St. Mary’s College of Maryland
- State College Borough, Pennsylvania

Celebrating 35 Years
- City of Annapolis, Maryland
- City of Chandler, Arizona
- City of Danville, Virginia
- City of La Junta, Colorado
- City of Lakewood, Ohio
- City of Savannah, Georgia
- City of Wichita, Kansas
- Clark County, Washington
- College of Charleston, South Carolina
Teacher Retirement System of Texas
Texas Health and Human Services Commission
Texas Tech University Health Sciences Center
Town of Manchester, Connecticut
Virginia Department of Behavioral Health and Development Services
Virginia Information Technologies Agency (VITA)
Western Suffolk BOCES, New York

Celebrating 25 Years
Alaska Department of Transportation & Public Facilities
Boone County Fiscal Court, Kentucky
Broward County Sheriff’s Office, Florida
Cherry Creek School District #5, Colorado
Chippewa Valley Schools, Michigan
City of Costa Mesa, California
City of Edmonton, Alberta
City of Frankfort, Kentucky
City of Gainesville, Georgia
City of Green Cove Springs, Florida
City of Greenville, South Carolina
City of Gulf Shores, Alabama
City of Harrisonburg, Virginia
City of Hopewell, Virginia
City of Manassas, Virginia
City of Medicine Hat, Alberta
City of Ocoee, Florida
City of Plano, Texas
City of Santa Clarita, California
City of Seattle, Washington
City of Tamarac, Florida
City of Troy, Michigan
City of Westfield, Massachusetts
Clayton County, Georgia

Columbus Metropolitan Library, Ohio
County of Ulster, New York
Delaware-Chenango-Madison-Otsego BOCES, New York
Florence County, South Carolina
Hamilton County, Tennessee
Henry County, Virginia
Louisville Water Company, Kentucky
Maryland State Highway Administration
Maryland Transportation Authority
Metroplan, Arkansas
Metropolitan Transportation Authority, New York
Mississippi Department of Agriculture and Commerce
Nashville Electric Service, Tennessee
New York State Office of the Comptroller
New York State Teachers Retirement System
North Charleston Sewer District, South Carolina
Oklahoma County, Oklahoma
Roseburg Public Schools, Oregon
Routt County, Colorado
Snohomish County, Washington
South Whitehall Township, Pennsylvania
Southeastern Louisiana University
St. Charles Parish President’s Office, Louisiana
St. Johns River Water Management District, Florida
State of Ohio
Texas A&M University – Corpus Christi
Thompson School District R2-J, Colorado
Tidewater Community College, Virginia
University of Houston – Downtown, Texas
Valdosta State University, Georgia
Village of Oak Brook, Illinois
**Chapter Anniversaries**

**Celebrating 40 years**
- Capital Area Purchasing Association
- Louisiana Chapter
- Ontario Public Buyers Association
- Virginia Association of Governmental Purchasing

**Celebrating 35 years**
- Copper Chapter
- Kansas Association of Public Purchasing Professionals
- Mid-America Council of Public Purchasing
- Tallahassee Area Chapter

**Celebrating 30 years**
- Governmental Procurement Association of Georgia
- Tennessee Association of Public Purchasing

**Celebrating 25 years**
- Assiniboia Chapter
- Southeast Texas Association of Governmental Purchasing

**Celebrating 20 years**
- New Mexico Public Procurement Association
- NIGP – New York Chapter

**Celebrating 15 years**
- Carolinas Association of Governmental Purchasing
- Central Gulf Coast Chapter
- Washington State Chapter

**Celebrating 10 years**
- Iowa Public Purchasing Association

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**Chapters with Most Institute Covered Members**
- VAGP (Virginia) – 719
- SCAGPO (South Carolina) – 342
- RMGPA (Colorado) – 337
- OPPA (Ontario) – 323

**Chapters with Largest Percentage of Institute Covered Members**
- Sarasota Bay – 92%
- DFW – Metroplex – 89%
- Idaho Chapter – 82%
- Columbia Chapter – 81%
- Washington State – 81%
- MPPA – 80%
- Midwest Chapter – 80%
- IAPPO – 80%

**Chapters with Largest Growth in Members**
- El-Paso-Del Norte – 74%
- Sarasota Bay – 27%
- OPBA – 21%
- Assiniboia – 10%
- VAGP – 7%
- GA – 3%
Agency Member Demographics

<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
<th>Percentage of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>City</td>
<td>813</td>
<td>31%</td>
</tr>
<tr>
<td>County</td>
<td>524</td>
<td>20%</td>
</tr>
<tr>
<td>State</td>
<td>420</td>
<td>16%</td>
</tr>
<tr>
<td>Other</td>
<td>288</td>
<td>11%</td>
</tr>
<tr>
<td>K-12</td>
<td>315</td>
<td>12%</td>
</tr>
<tr>
<td>Higher Ed</td>
<td>263</td>
<td>10%</td>
</tr>
</tbody>
</table>

Total agencies 2,623

Individual Member Demographics

<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
<th>Percentage of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total individuals</td>
<td>15,588</td>
<td>100%</td>
</tr>
<tr>
<td>Male</td>
<td>5,456</td>
<td>35%</td>
</tr>
<tr>
<td>Female</td>
<td>10,132</td>
<td>65%</td>
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</tbody>
</table>

Ethnicity

<table>
<thead>
<tr>
<th></th>
<th>TOTAL</th>
<th>Percentage of Membership</th>
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</thead>
<tbody>
<tr>
<td>White</td>
<td>10,591</td>
<td>69%</td>
</tr>
<tr>
<td>African American</td>
<td>2,609</td>
<td>17%</td>
</tr>
<tr>
<td>Hispanic/Latino</td>
<td>1,074</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>1,074</td>
<td>7%</td>
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</tbody>
</table>

Female 65%
Male 35%